

Posted 4/27/11 JW

Posted 5/04/11 JW



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, May 5, 2011 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – April 7, 2011
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Proposed Changes to CE Requirements for First Time Salespersons & Brokers
 - 3.2 Review Proposed Draft of the Canon of Ethics
 - 3.3 Discussion Regarding Inactive Licensees & Online Courses
 - 3.4 Review CE Certificate Template & Requirements
 - 3.5 Review Course Outline Template & Requirements
 - *3.6 Review Proposed Protocol for Negative Course Evaluations
 - *3.7 Discussion Regarding Previously Reviewed Instructor Application for Susan Mills
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale

4.2 Review of Letters of Intent and Course Evaluations

4.3 Review of Course Provider Applications

4.3.1 Course Provider: 360 Training.com, Inc.

4.3.1.1	Course Title:	Bad Loans – Predatory and Fraud
	Credit Hours:	3.0
4.3.1.2	Course Title:	Qualifying Buyer and Property
	Credit Hours:	3.0

4.3.2 Course Provider: Association of Realtors School

4.3.2.1	Course Title:	CRS 202: Sales Strategies for the Residential Specialists
	Credit Hours:	15.0

4.3.3 Course Provider: Long and Foster Institute of Real Estate

4.3.3.1	Course Title:	Financing Issues
	Credit Hours:	3.0
4.3.3.2	Course Title:	Financing Update
	Credit Hours:	3.0
4.3.3.3	Course Title:	How to Have a Smooth Settlement
	Credit Hours:	3.0
4.3.3.4	Course Title:	Helping Seller Clients Make Better Decisions
	Credit Hours:	3.0
4.3.3.5	Course Title:	How to Sell a Short Sales
	Credit Hours:	3.0
4.3.3.6	Course Title:	Laws, Statutes and Contracts
	Credit Hours:	3.0
4.3.3.7	Course Title:	Risk Reduction
	Credit Hours:	3.0
4.3.3.8	Course Title:	Assisting the Internet Customer
	Credit Hours:	1.5
4.3.3.9	Course Title:	Using the Tax Deferred Exchange
	Credit Hours:	1.5
4.3.3.10	Course Title:	Tax Implications for Buyers and Sellers of Real Property
	Credit Hours:	1.5
4.3.3.11	Course Title:	Contract to Commission
	Credit Hours:	1.5
4.3.3.12	Course Title:	Understanding Credit Scoring
	Credit Hours:	1.5

4.3.3.13 Course Title: Understanding Ground Rates
Credit Hours: 1.5

4.3.3.14 Course Title: Realtor Internet Detective
Credit Hours: 1.5

4.3.4 Course Provider: McKissock, LP

4.3.4.1 Course Title: The Qualifying Process
Credit Hours: 3.0

4.3.5 Course Provider: Ward & Taylor

4.3.5.1 Course Title: Ethics
Credit Hours: 3.0

4.3.6 Course Provider: Advanced Solar Heating & Cooling

4.3.6.1 Course Title: Residential Energy Independence and Efficiency
Credit Hours: 2.0

4.3.7 Course Provider: NBI Inc. DBA National Business Institute

4.3.7.1 Course Title: Real Estate Law: Advanced Issues and Answers
Credit Hours: 6.0

*4.3.7.2 Course Title: Commercial Evictions from Start to Finish
Credit Hours: 6.0

*4.3.8 Course Provider: Sullivan & Giordano

4.3.8.1 Course Title: Common Listing Problems and Solutions
Credit Hours: 1.0

4.4 Review of Instructor Applications

4.4.1 Megan Broomall-Filliben
Pre-Licensing: Real Estate Law

4.4.2 William Tidaback
Continuing Education: Building Performance/Maintenance, Energy Efficiency, Solar, Ultra High Efficiency HVAC, Ultra High Efficiency Hot Water Systems

Pre-Licensing: Orientation

Broker's Course: Valuing Real Property, Real Estate Investment

*4.4.3 Amy Chorew
Continuing Education: Technology, Social Media, Risk Management, Fair Housing

*4.4.4 Bonnie Sheer
Pre-Licensing: Real Estate Law

Broker's Course: Legal and Governmental Aspects of Real Estate

*4.4.5 William Ward

Continuing Education: Legislative Update, DUCIOA, New Agency Law, Salesperson Core Course, Professional Enhancement: Differences Between DE & PA R.E. Transactions, Disclosures, Don't Let Your Sale Fall Apart, What to do when the Sale Falls Apart, Ethics, Hot Topics in R.E., Practical Tips for Listing Agents, Quirks in R.E., Risk Management, Short Sales & Foreclosures, Short Sales Update, Understanding the Agreement of sales

Pre-Licensing Course: Real Estate Law

*4.4.6 Todd Coomes

Continuing Education: Environmental Issues in Real Estate Transactions

4.5 Review Student Requests for Approval of Educational Activity

- | | | |
|--------|-----------------|----------------------------|
| 4.5.1 | Student Name: | Barbara Carlson |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.2 | Student Name: | Bill Nielander |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.3 | Student Name: | Bill Nielander |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.4 | Student Name: | Melinda Griffith |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.5 | Student Name: | Melinda Griffith |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.6 | Student Name: | Joan Walter |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.7 | Student Name: | Joan Walter |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.8 | Student Name: | Jack Walter |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.9 | Student Name: | Jack Walter |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.10 | Student Name: | Barbara Melone |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |

- | | | |
|--------|-----------------|----------------------------|
| 4.5.11 | Student Name: | Barbara Melone |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.12 | Student Name: | Tim Meadowcroft |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.13 | Student Name: | Dennis Mather |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.14 | Student Name: | Dennis Mather |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.15 | Student Name: | Sarah French |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.16 | Student Name: | Sarah French |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.17 | Student Name: | Missy Burbage |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.18 | Student Name: | Missy Burbage |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.19 | Student Name: | Myrna Wright |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.20 | Student Name: | Myrna Wright |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.21 | Student Name: | Linda Faber |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| 4.5.22 | Student Name: | Linda Faber |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| 4.5.23 | Student Name: | Diane Rohm |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |

Real Estate Education Committee

Agenda –May 5, 2011

Page 6

- | | | |
|--------|-----------------|----------------------------|
| 4.5.24 | Student Name: | Diane Rohm |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| | | |
| 4.5.25 | Student Name: | Jane Green |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| | | |
| 4.5.26 | Student Name: | Jane Green |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |
| | | |
| 4.5.27 | Student Name: | Dottie Wells |
| | Activity Title: | RE Research & the Internet |
| | Credits Hours: | 1.5 |
| | | |
| 4.5.28 | Student Name: | Dottie Wells |
| | Activity Title: | The Settlement Process |
| | Credits Hours: | 1.5 |

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 2, 2011

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.